

IMPORTERS' QUESTIONNAIRE

PRODUCT FROM COUNTRY

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than INSERT DATE

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its **countervailing duty/antidumping** review investigation concerning **PRODUCT** from **COUNTRY** (inv. No. **701/731-TA-xxx** (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

Has your firm imported **PRODUCT** (as defined in the instruction booklet) from any country at any time since January 1, 1998?

☐

NO

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____

Phone

() _____

Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average **XX** hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No

☐ Yes--List the following information.

Firm name

Address

Extent of
ownership

_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing **PRODUCT** from **COUNTRY** into the United States or which are engaged in exporting **PRODUCT** from **COUNTRY** to the United States?

☐ No

☐ Yes--List the following information.

Firm name

Address

Affiliation

_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing **PRODUCT** from countries other than **COUNTRY** into the United States or which are engaged in exporting **PRODUCT** from countries other than **COUNTRY** to the United States?

☐ No ☐ Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of **PRODUCT**?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-7. Please indicate the nature of your firm's importing operations on **PRODUCT**. More than one answer may be applicable.

<input type="checkbox"/> Importer of record	<input type="checkbox"/> Takes title to the imported product(s)
<input type="checkbox"/> Consignee of the imported product(s)	<input type="checkbox"/> Customs broker or freight forwarder

- I-8. If your firm is an importer of record of **PRODUCT** but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

- I-9. Please indicate whether your firm enters **PRODUCT** into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes--list location(s):

Bonded warehouses ☐ No ☐ Yes--list location(s):

PART I.--GENERAL QUESTIONS--Continued

I-10. Please indicate whether your firm imports **PRODUCT** under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

I-11. In Parts II and III of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for **PRODUCT**?

☐ No ☐ Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

I-12. To your knowledge, have the products subject to this review been the subject of any other import relief investigations in the United States or in any other countries?

☐ No ☐ Yes--Please specify.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **INVESTIGATOR** (202-205-xxxx). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No. E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of **PRODUCT** since **DATE OF ORDER** (the date on which the **countervailing duty/antidumping duty** order under review became effective)?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of **PRODUCT** in the future?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the importation of **PRODUCT** in the future if the **countervailing duty/antidumping duty** order on **PRODUCT** from **COUNTRY** were to be revoked?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

II-5. Has your firm imported or arranged for the importation of **PRODUCT** from **COUNTRY** for delivery after March 31, 2004?

☐ No

☐ Yes--Indicate when such orders are to be delivered and the quantities involved.

II-6. If your firm also produces **PRODUCT** in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-7a. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of **PRODUCT** imported by your firm during **1998-2003**. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

☐ Country (specify) _____

☐ All other sources combined¹

(Quantity in SPECIFY UNITS, value in \$1,000)						
Item	1998	1999	2000	2001	2002	2003
BEGINNING-OF-PERIOD INVENTORIES (quantity)						
IMPORTS:²						
Quantity of imports						
Value of imports						
U.S. SHIPMENTS:						
Commercial shipments:						
Quantity of commercial shipments						
Value of commercial shipments						
Internal consumption/company transfers:						
Quantity of internal consumption/transfers						
Value ³ of internal consumption/transfers						
EXPORT SHIPMENTS:⁴						
Quantity of export shipments						
Value of export shipments						
END-OF-PERIOD INVENTORIES⁵ (quantity)						
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)						
U.S. SHIPMENTS TO END USERS (quantity)						
¹ Please identify these sources: _____						
² Please identify the foreign producers, if known: _____						
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1998-2003 below: _____ _____						
⁴ Identify your principal export markets: _____						
⁵ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

PART II.--TRADE AND RELATED INFORMATION--Continued

II-7b. **IMPORTS BY SOURCE.**--Report your firm's imports and your firm's shipments and inventories of **PRODUCT** imported by your firm during the specified January-March periods. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

☐ Country (specify) _____

☐ All other sources combined¹

(Quantity in SPECIFY UNITS, value in \$1,000)		
Item	January-March 2003	January-March 2004
BEGINNING-OF-PERIOD INVENTORIES (quantity)		
IMPORTS:²		
Quantity of imports		
Value of imports		
U.S. SHIPMENTS:		
Commercial shipments:		
Quantity of commercial shipments		
Value of commercial shipments		
Internal consumption/company transfers:		
Quantity of internal consumption/transfers		
Value ³ of internal consumption/transfers		
EXPORT SHIPMENTS:⁴		
Quantity of export shipments		
Value of export shipments		
END-OF-PERIOD INVENTORIES⁵ (quantity)		
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)		
U.S. SHIPMENTS TO END USERS (quantity)		
¹ Please identify these sources: _____		
² Please identify the foreign producers, if known: _____		
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for January-March 2003 and 2004 below:		
⁴ Identify your principal export markets: _____		
⁵ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?		
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____		

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-8. Describe the significance of the existing **countervailing duty/antidumping duty** order covering imports of **PRODUCT** from **COUNTRY** in terms of its effect on your firm's imports, U.S. shipments of imports, and inventories. You may wish to compare your firm's operations before and after the imposition of the order.

- II-9. Would your firm anticipate any changes in its imports, U.S. shipments of imports, or inventories of **PRODUCT** in the future if the **countervailing duty/antidumping duty** order on **PRODUCT** from **COUNTRY** were to be revoked?

☐ No

☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

PART III.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from **ECONOMIST** (202-205-xxxx).

- III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-A.--PRICE DATA

This section requests quarterly quantity and value data on your firm's U.S. shipments of the following products during January 1998-March 2004. Values should be for arms-length sales to unrelated U.S. customers, f.o.b. U.S. point of shipment, net of returns, refunds, discounts, and credits.

Product 1.--DEFINE

Product 2.--DEFINE

COPY THE FOLLOWING PAGE AS NECESSARY. Complete a separate page for each of the specified products imported and sold by your firm. Indicate in the space provided the product for which pricing is reported. Report separately for each supplier from **COUNTRY** from whom you purchased **PRODUCT**.

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-A.--PRICE DATA--Continued**

<input type="checkbox"/> Product 1	<input type="checkbox"/> Product 2	<input type="checkbox"/> Product 3	Country: _____	Supplier: _____
(Quantity in SPECIFY, value in dollars)				
Period of shipment		Quantity	Value ¹	
1998:				
January-March				
April-June				
July-September				
October-December				
1999:				
January-March				
April-June				
July-September				
October-December				
2000:				
January-March				
April-June				
July-September				
October-December				
2001:				
January-March				
April-June				
July-September				
October-December				
2002:				
January-March				
April-June				
July-September				
October-December				
2003:				
January-March				
April-June				
July-September				
October-December				
2004:				
January-March				
¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment. Note.--If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:				

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-B.--PRICE-RELATED QUESTIONS**

- III-B-1. Please describe how your firm determines the prices that it charges for sales of **PRODUCT** (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

- III-B-3. What are your firm's typical sales terms for **PRODUCT** imported from **COUNTRY** (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

- III-B-4. Approximately what share of your firm's sales of its **PRODUCT** imported from **COUNTRY** in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

- III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

- (a) What is the average duration of a contract? _____
- (b) Can prices be renegotiated during the contract period? _____
- (c) Does the contract fix quantity, price, or both? _____
- (d) Does the contract have a meet or release provision? _____

PART III.--PRICING AND MARKET FACTORS--Continued**Section III-B.--PRICE-RELATED QUESTIONS**

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of **PRODUCT**?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
Total	100%	

III-B-8. (a) What is the approximate percentage of the total delivered cost of **PRODUCT** that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-B-9. What is the geographic market area in the United States served by your firm's **PRODUCT**?

☐ Northeast ☐ Mid-Atlantic ☐ Midwest ☐ Southeast
☐ Southwest ☐ Rocky Mountains ☐ West Coast ☐ Northwest
☐ National ☐ Other (describe) _____

III-B-10. Describe the end uses of the **PRODUCT** that you import from **COUNTRY**. For each end-use product, what percentage of the total cost is accounted for by **PRODUCT**?

End use Share of total cost accounted for by **PRODUCT** (percent)

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-11. Have there been any changes in the end uses of **PRODUCT** since **YEAR OF ORDER**?

☐ No ☐ Yes--Please describe.

III-B-12. Do you anticipate any changes in terms of the end uses of **PRODUCT** in the future?

☐ No ☐ Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-13. (a) Please list in order of importance any products that may be substituted for **PRODUCT**.

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for **PRODUCT**?

☐ No ☐ Yes--To what degree do changes in their prices affect the price for **PRODUCT**? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of **PRODUCT** or final end use?

III-B-14. Have there been any changes in the number or types of products that can be substituted for **PRODUCT** since **YEAR OF ORDER**?

☐ No ☐ Yes--Please explain.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-15. Do you anticipate any changes in terms of the substitutability of other products for **PRODUCT** in the future?

☐ No

☐ Yes--Please describe. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-16. To what extent have changes in the prices of raw materials affected your firm's selling prices for **PRODUCT** during January 1998-March 2004? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-17. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced **PRODUCT** in the U.S. market since **YEAR OF ORDER**?

☐ No

☐ Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

III-B-18. (a) Do you anticipate any changes in terms of the availability of **PRODUCT** imported from **COUNTRY** in the U.S. market in the future?

☐ Increase

☐ No Change

☐ Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-19. Has the availability of NONSUBJECT imported **PRODUCT** changed since **YEAR OF ORDER**?

☐ No ☐ Yes--Please explain.

III-B-20. Describe how easily your firm can shift its sales of **PRODUCT** between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting **PRODUCT** between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-21. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of **PRODUCT** since **YEAR OF ORDER**?

☐ No ☐ Yes--Please describe and quantify if possible.

III-B-22. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of **PRODUCT** in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

☐ No ☐ Yes--Please identify, including the time period.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-23. How has demand within the United States (and outside the United States, if known) for **PRODUCT** changed since **YEAR OF ORDER**?

☐ Increased ☐ Unchanged ☐ Decreased

☐ Other (describe) _____

What were the principal factors affecting changes in demand?

III-B-24. Do you anticipate any future changes in **PRODUCT** demand in the United States and, if known, the rest of the world?

☐ No ☐ Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

III-B-25. Please compare market prices of **PRODUCT** in U.S. and non-U.S. markets, if known. Provide specific information as to time periods and regions for any price comparisons.

PART III.--PRICING AND MARKET FACTORS--Continued

Section III-B.--MARKET FACTORS--Continued

III-B-26. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss **PRODUCT** supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including **COUNTRY**, and (3) the world as a whole. Of particular interest is such data from **YEAR OF ORDER** to the present and forecasts for the future.

III-B-27. Are your exports of **PRODUCT** subject to any tariff or non-tariff barriers to trade in other countries?

☐ No

☐ Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since **YEAR OF ORDER**, or that are expected to occur in the future.

III-B-28. Does your firm sell **PRODUCT** over the internet?

☐ No

☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of **PRODUCT** in 2003 accounted for by internet sales.

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-29. Is **PRODUCT** produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	COUNTRY 1	COUNTRY 2	COUNTRY 3	Other countries
United States					
Country 1					
Country 2					
Country 3					

¹ For any country-pair producing **PRODUCT** which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

III-B-30. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between **PRODUCT** produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	COUNTRY 1	COUNTRY 2	COUNTRY 3	Other countries
United States					
Country 1					
Country 2					
Country 3					

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of **PRODUCT**, identify the country-pair and report the advantages or disadvantages imparted by such factors:
